



Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

10th August, 2017

The Dy. Manager (Corporate Relations Dept.),
The Bombay Stock Exchange Ltd.,
1st Floor, New Trading Ring, Rotunda Bldg.,
P. J. Towers, Dalal Street, Fort,
MUMBAI – 400 001.

Ref: Fiberweb (India) Limited (Scrip code: 507910)

Sub.: Media Release

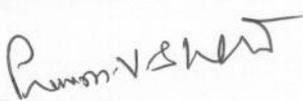
Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirement) Regulation, 2015, please find attached herewith Q1 FY18 Result Update Presentation August 2017.

Kindly take note of the same.

Thanking you,

Yours faithfully,
For FIBERWEB (INDIA) LIMITED


Pravin V. Sheth
Chairman & Managing Director
(DIN: 00138797)



Encl: As above

Product is manufactured in the plant, where the Management system is certified for ISO 9001:2008, 14001:2004, OHSAS 18001:2007

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Website : fiberwebindia.com



ISO9001:2008, 14001:2004, OHSAS18001:2007

CIN NO. L25209DD1985PLC004694

Fiberweb (India) Limited

Q1 FY18 Result Update Presentation

August 2017



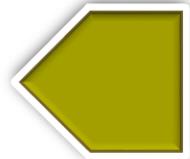
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➤ **Chairman's Message**



➤ **Consolidated Quarterly Financial Highlights**



➤ **Consolidated Annual Financial Highlights**

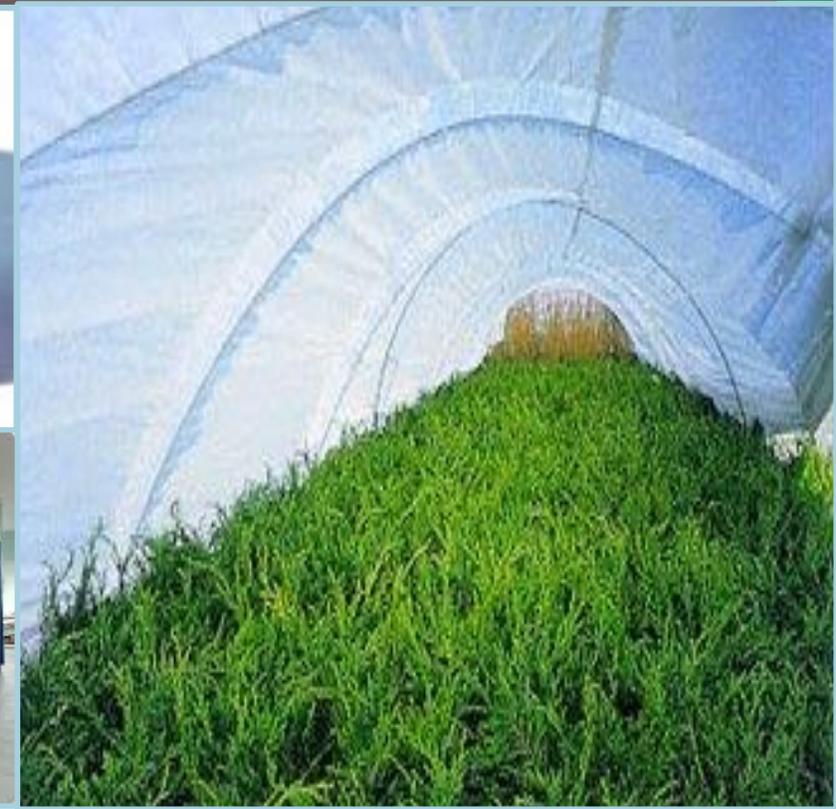


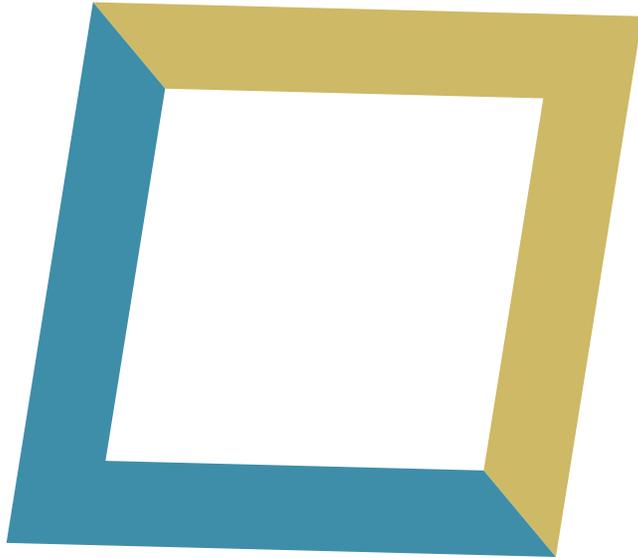
➤ **Company Overview**



01

Chairman's Message





Commenting on the quarterly results, Mr. Pravin Sheth, Chairman and Managing Director, Fiberweb (India) Limited said :

"This first quarter of financial year FY18, we have registered a fantastic revenue growth of over 310% and our overall profit has also shown a tremendous increase of over 230%. With new capacities coming in and introduction of new Melt-Blown technology, we expect this financial year to be brighter.

We are very happy that our consistent performance and focus on new and innovative products has been successfully helping us to bag new orders and grow our business. We have witnessed a lot of demand from USA market.

We are experiencing a strong traction in demand from various industries across the globe. The quarter gone by, we executed number of orders for well known and highly reputed USA based distributors, (i.e. Rs. 121 mn, Rs. 208 mn and Rs. 190 mn.). With these new orders, we have a strong order book of Rs. 147 cr. At the same time we are also witnessing a healthy uptick in enquiries from across the world.

On the capacity enhancement front, the melt blown machinery is getting setup at our Daman facility and we expect it to be operational in September'17.

I thank the entire team of 'FIBERWEB' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to go from strength to strength."

A photograph of a hospital room. The room is filled with blue curtains that hang from a track on the ceiling. In the center of the room, there is a white medical cart with a flat top and a lower shelf. The floor is a light-colored, possibly pinkish, linoleum. The ceiling has recessed lighting and some pipes. The overall atmosphere is clean and clinical.

02

Quarterly Consolidated Financial Highlights

Quarterly Financial Highlights – Q1 FY18 Vs. Q1 FY17



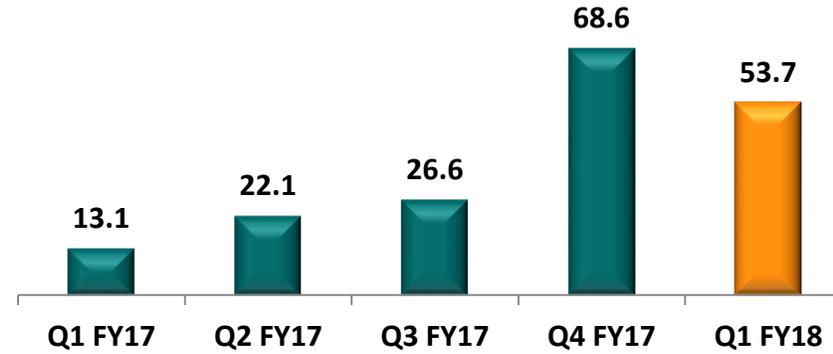
 **313%**
Revenue
Rs. 53.7 cr

 **181%**
EBTIDA
Rs. 8.4 cr

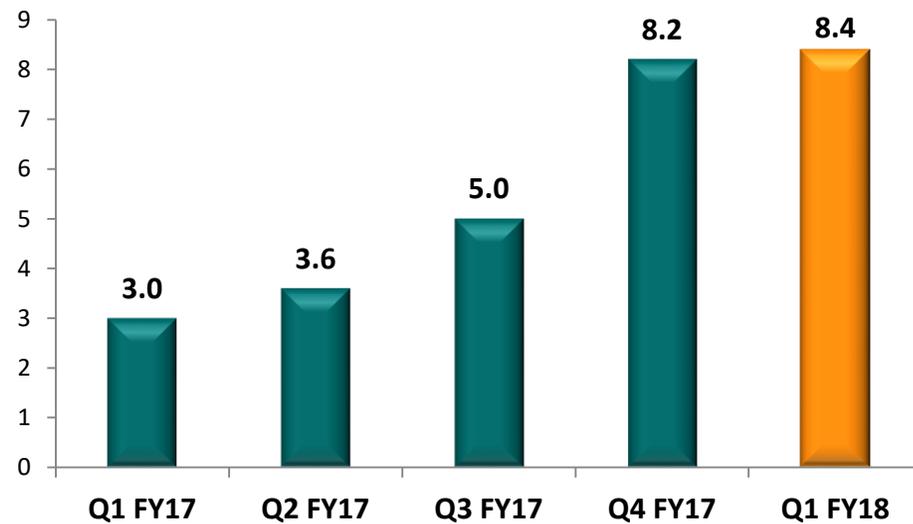
 **231%**
PAT
Rs. 7.7 cr

 **211%**
EPS
Rs. 5.7 (vs. Q1 FY17 – Rs. 1.8)

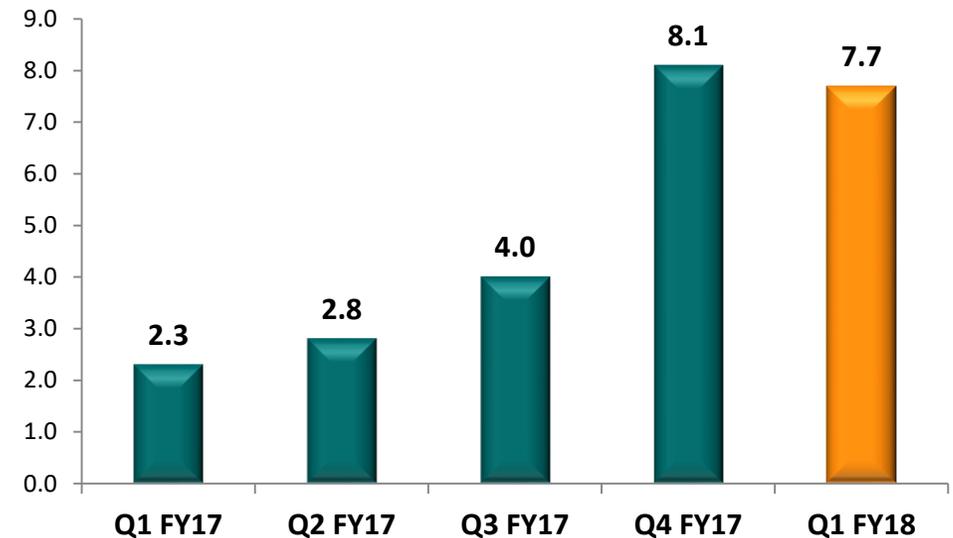
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Quarterly Profitability Highlights – Q1 FY18

Rs. Crores	Q1 FY18	Q1 FY17	YoY %	Q4 FY17	QoQ %
Total Income from Operations	53.7	13.0	313.2%	68.6	(21.7%)
Raw Materials	41.6	5.5		54.7	
Employee Cost	1.0	1.0		1.1	
Other Cost	2.7	3.5		4.6	
Total Expenditure	45.3	10.0		60.4	
EBITDA	8.4	3.0	181.0%	8.2	2.2%
Interest	0.0	0.0		0.0	
Depreciation	0.8	0.8		0.2	
Other Income	0.0	0.1		0.0	
Exceptional Item	0.0	0.0		0.0	
Profit Before Tax	7.7	2.3		8.1	
Tax	0.0	0.0		0.0	
Profit After Tax	7.7	2.3	230.6%	8.1	(5.1%)
EPS (Rs.)	5.7	1.8	210.9%	6.4	(10.6%)

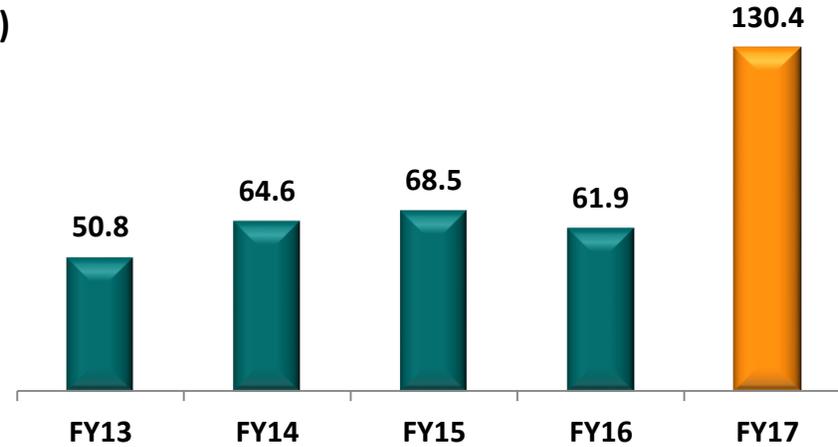


03

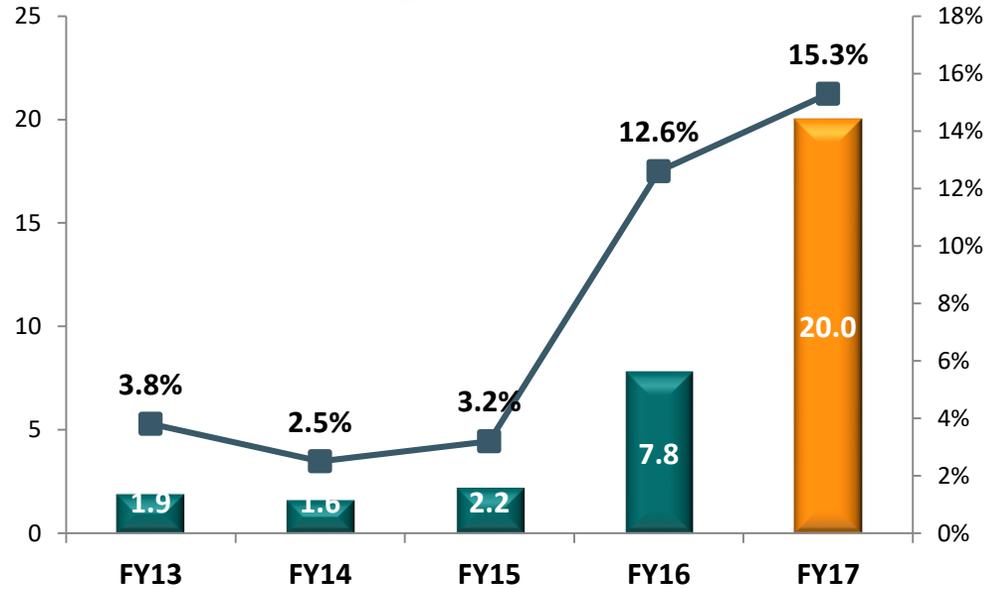
Annual Consolidated Financial Highlights



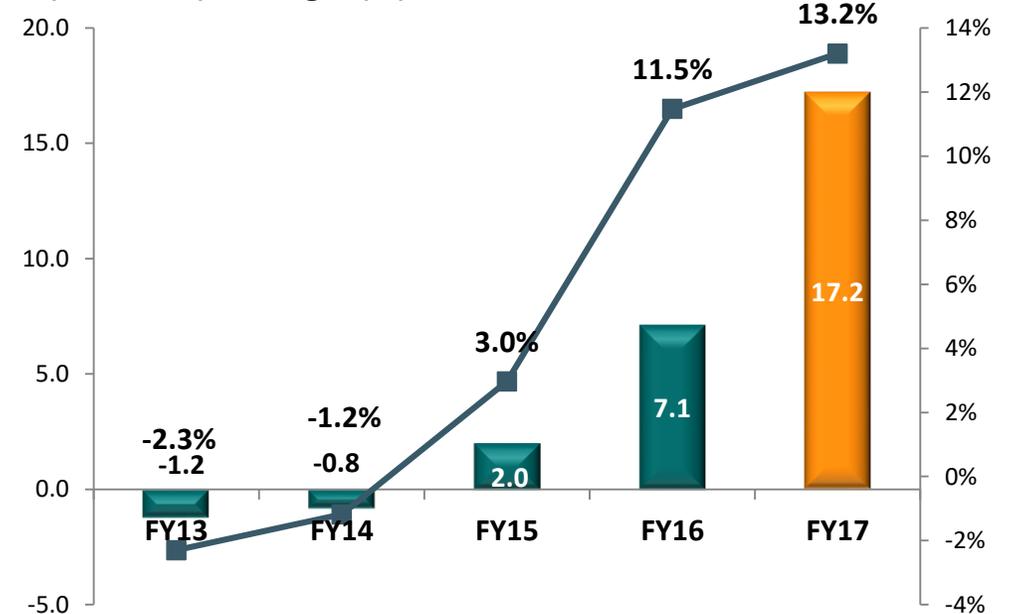
Revenue (Rs. Crore)



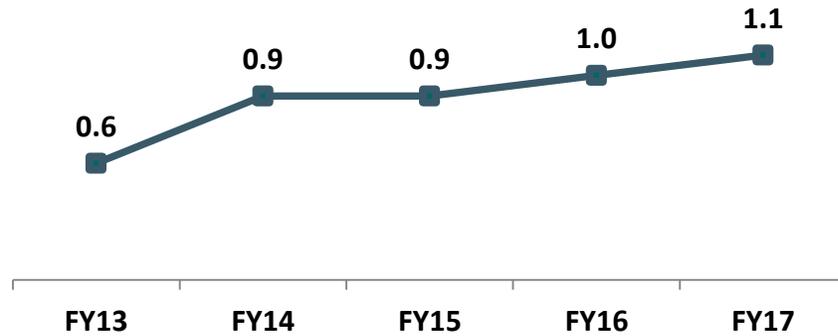
EBITDA (Rs. Crore) / Margin (%)



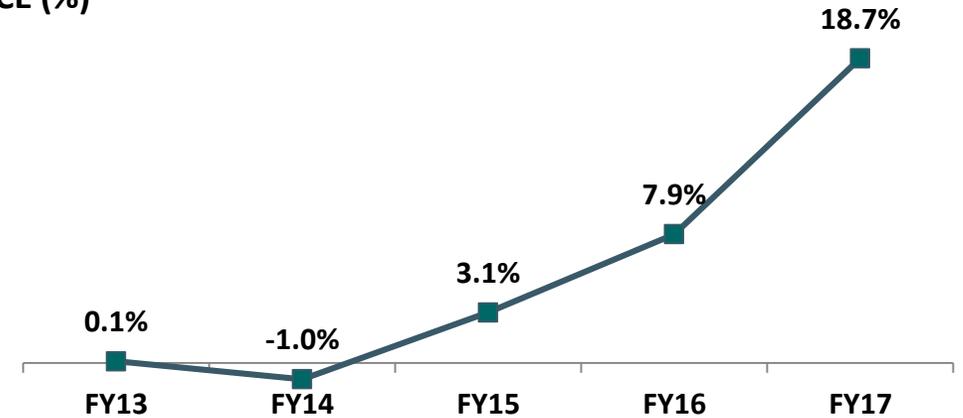
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



Networth Turned Positive in FY17 – 92 Crores

RoE Stands at 19%

Annual Profitability Highlights

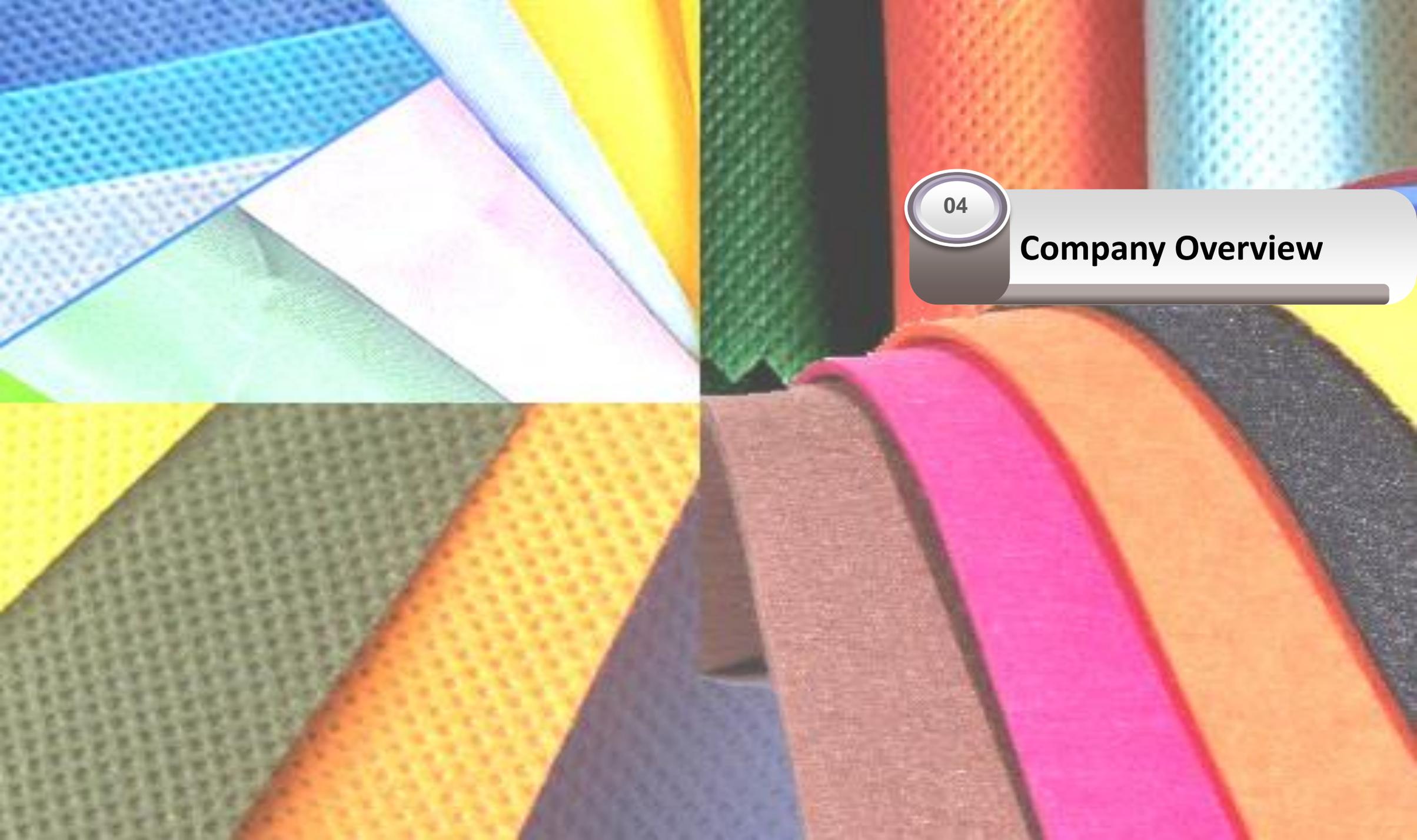
Rs. Crores	FY17	FY16	YoY %
Total Income from Operations	130.4	61.9	110.5%
Raw Materials	91.9	34.8	
Employee Cost	4.3	4.2	
Other Cost	14.2	15.2	
Total Expenditure	110.4	54.1	
EBITDA	20.0	7.8	154.7%
EBIDTA margin (%)	15.3%	12.6%	265bps
Interest	0.0	0.0	
Depreciation	2.7	3.2	
Other Income	0.0	0.0	
Exceptional Item	0.0	2.5	
Profit Before Tax	17.2	7.1	
Tax	0.0	0.0	
Profit After Tax	17.2	7.1	142.4%
PAT Margin (%)	13.2%	11.5%	174bps
EPS (Rs.)	13.7	6.3	116.1%

- Better realization on account of higher contribution from value added products
- Commencement of the Dubai Subsidiary adding to the Topline
- Increasing proportion of higher margin converted products leading to better profitability

Balance Sheet Highlights

Rs. Crores	Mar-17	Mar-16
Shareholder's Funds	92.1	-44.7
Share capital	13.3	12.6
Reserves & Surplus	78.8	-57.3
Capital Reserves	0.0	0.0
Money received against warrants	0.3	0.0
Non-current liabilities	0.0	103.4
Long term borrowings	0.0	103.4
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	25.3	3.1
Short Term Borrowings	0.0	0.1
Trade Payables	24.8	2.4
Other Current liabilities	0.1	0.1
Short-term provisions	0.5	0.4
Total Equities & Liabilities	117.7	61.8

Rs. Crores	Mar-17	Mar-16
Non-current assets	45.8	42.5
Fixed assets	38.8	40.9
Non-current Investments	0.0	0.0
Long-term loans & advances	6.9	1.6
Other non-current assets	0.0	0.0
Current assets	71.9	19.3
Current investments	0.0	0.0
Inventories	10.5	7.5
Trade receivables	39.6	5.3
Cash & Cash equivalents	21.5	6.4
Short-term loans & Advances	0.3	0.1
Other Current Assets	0.0	0.0
Total Assets	117.7	61.8



04

Company Overview



Pioneer and amongst leading players in manufacturing of Spun bond non Woven Fabric in India

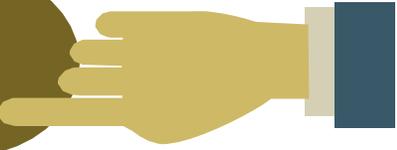
100% Export Oriented Unit
▪ Over 70% Revenues from Exports



Strong focus on Quality

- International accreditations and certifications -ISO 9001-2008, 14001-2004, OHSAS 18001:2007, Intertek and UKAS

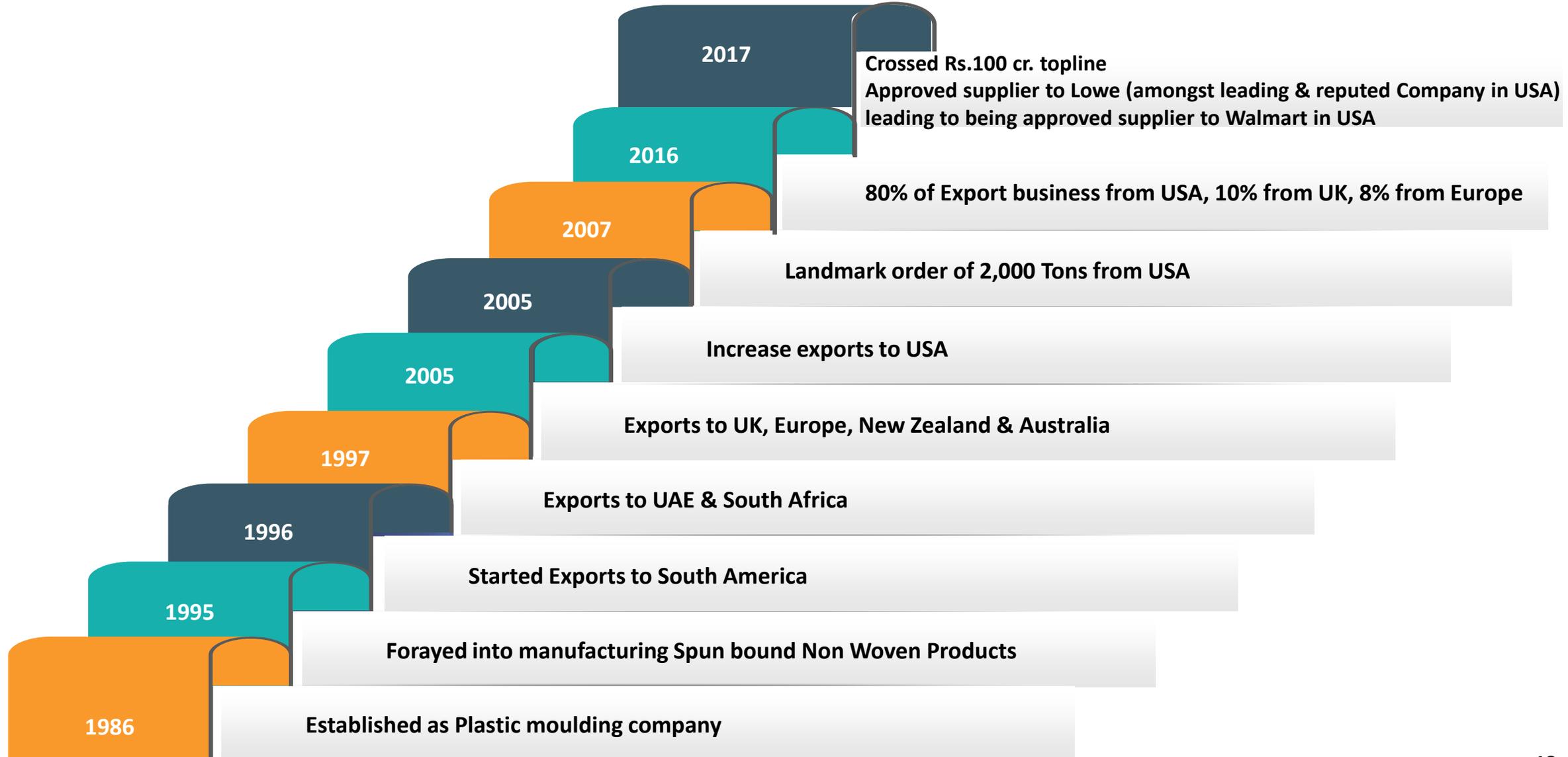
Zero Debt Company

- Q1FY17 – Out of BIFR and turned Net worth Positive
- 



State of art manufacturing facilities – 7,500 MT Capacity

- Unique double beam technology from renowned manufacturer, Reifenhauer GmbH, Germany



Professionally Experienced Team

Mr. Pravin Sheth- Chairman & Managing Director

- B. Com, LLB, Chartered Accountant
- Over 5 decades of industry experience
- Responsible for driving the vision and strategy for Company
- Earlier Director on local board of Citibank for three consecutive terms in India

Mr. Krishnan – Chief Financial Officer

- Over 3 decades of experience in finance, exports & administration
- Been with Company since 1984
- Prior to 1984, worked in diamond exports

Mr. K.C Shah- Vice President (Operations)

- Electronics Engineer, Head of Factory Operations
- Total experience – 35 years, 22 years with Company
- Earlier with Mafatlal Group

Mr. Dinesh Mori- Dy. General Manager (Engineering)

- Electronics Engineer
- Total experience – 25 years, 10 years with Company
- Responsible for Maintenance

Mr. Bhavesh Sheth – Non Executive Independent Director

- B. Com, Chartered Accountant and CFA
- Responsible for business development, business process and organization strategy

Mr. G. Ravindran- Executive Director

- B. Tech (Chem Engg), M.Tech (Ind. Management)– IIT, Kharagpur
- Responsible for manufacturing facility in Daman
- Total experience – 40 years, 25 years with Company
- Earlier with RPG Group

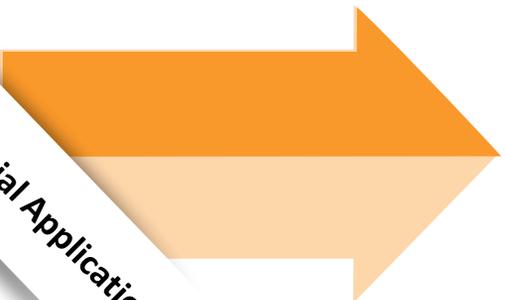
Mr. B. N. Raval - General Manager (Works)

- Responsible for Quality Assurance and Engineering
- Total experience – 30 years, 22 years with Company
- Earlier with Mafatlal Group

Mr. Rajiv Solanki - Production In-Charge

- B.Sc., CIPET (Plastic Technology)
- Total experience – 25 years, 22 years with Company
- Head of Processing

Textile / Industrial Applications



Protective Hospitals & Industries Garments



Lining/Backing/Interlining Upholstery, luggage's & Garments



Bed sheets & Pillow/Head covers

Agriculture Crop Protection



Crop Cover



Soil Cover



Wind & Insect Protection

Personal Hygiene Products



Baby Diapers



Adult Diapers



Feminine Hygiene Products

.... Catering to diverse applications across various sectors



Total Capacity – 7,500 MT

Unit 1, Daman (U.T.)

- 5,000 MT Capacity
- Unique double beam technology with diverse applications from renowned manufacturer, Reifenhauser GmbH, Germany
- High quality products - accepted by large companies as end-users across developed countries

Unit 2 , Daman (U.T.)- 2,500 MT

- 2,500 MT Capacity
- Leased out facility – Equipment made by same German manufacturer



.... Over 70% Revenues from Exports

Key Strengths

Key Strengths

Zero Debt Company

- Debt free Company
- Q1FY17 – Out of BIFR and turned Net worth Positive

Presence Across Globe

- 100% Export Oriented Unit (EOU) with ~70% products exported to countries- USA, UK, Europe, Australia, New Zealand, South Africa & Middle East countries

State of Art Facilities

- Double beam technology with diverse applications from renowned manufacturer Reifenhauer GmbH, Germany
- High product quality, accepted by Blue-Chip companies as end-users in many advanced countries

Multiple Sector Applications

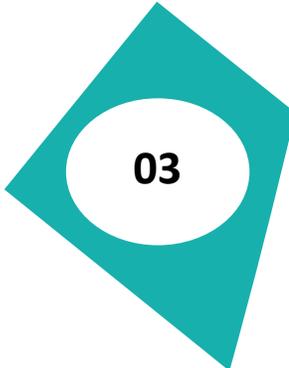
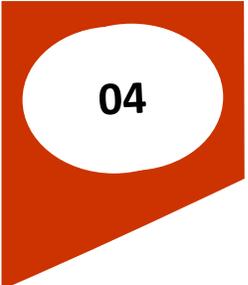
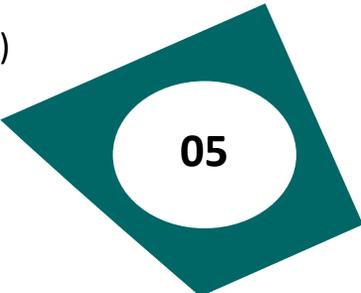
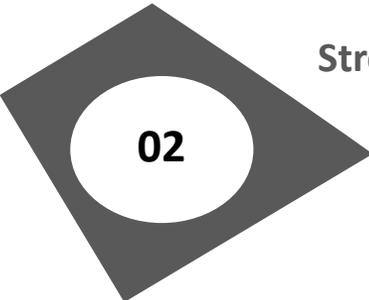
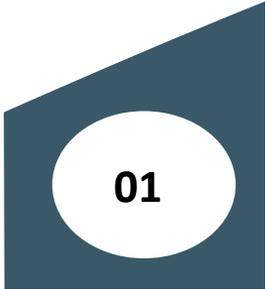
- Products used across diverse multiple industries for various end uses

Strong & Robust Order Book

- Robust order book of Rs. 147 Crores

Technical Textile – Rising Demand

- Economic Growth, government initiatives to promote Technical Textile sector
- Increased Investments in industry, higher consumption and growing exports



Expansion

To cater to increasing demand across markets (domestic & international), expansion planned in FY17-18. Raised Rs. 32.58 cr through preferential allotment to buy two more machines (capacities of ~10,000 MT spun bound & ~2,000 MT melt blown)

Leased Model

Leased capacity of 2,500 MT to increase the capacity by 50% immediately, leading to increase in production and cater to demand without any capex – achieve better ROI

100% Subsidiary in UAE

Growing demand from price sensitive customers in USA - Set up subsidiary in Free Trade Zone, UAE to cater to this increasing demand

Thank You



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Bloomberg

FWB

REUTERS

FIBE.BO

For further information, please contact:

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Investor Relations Advisors :

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